

## Message Text

LIMITED OFFICIAL USE

PAGE 01 TEHRAN 07018 031029Z

44

ACTION COME-00

INFO OCT-01 NEA-10 ISO-00 EB-11 DRC-01 CIAE-00 INR-10

NSAE-00 RSC-01 /034 W

----- 131058

R 030835Z OCT 73

FM AMEMBASSY TEHRAN

TO SECSTATE WASHDC 4045

LIMITED OFFICIAL USE TEHRAN 7018

E.O. 11652: N/A

TAGS: BMEP, IR

SUBJ: AUTOMATIC SWITCHING GEAR

REF: A. STATE 173342; B. STATE 193896

1. PART OF TENDER NO 5226 FOR AUTOMATIC SWITCHING GEAR OPENED SEPT 30, 1973 AS SCHEDULED. SUBMISSIONS CONSISTED OF TWO ENVELOPES: (A) ONE CONTAINING BID BOND GUARANTEE AND COMPLNCE WITH SPECIFICATIONS MINUS PRICE; (B) ONE ENVELOPE CONTAINING PRICE. SECOND ENVELOPE WILL BE OPENED WITHIN THREE WEEKS FOLLOWING "STUDY OF BIDS AND COMPLIANCE WITH SPECIFICATIONS."

2. ALL INFORMATION CONCERNING BIDS, COMPETITION, ETC., DEVELOPED BY LOCAL GT&E REPRESENTATIVE AND BY REGIONAL GT&E REPRESENTATIVE FROM BEIRUT WHO HAS VISITED IRAN SEVERAL TIMES DURING PAST TWO MONTHS. THESE MEN WORK CLOSELY WITH EMBASSY AND ARE BEST SOURCES INFORMATION ON BID. CURRENTLY LOCAL REPRESENTATIVE OUT OF COUNTRY; WILL RETURN NEXT WEEK.

3. POSSIBILITY MENTIONED REF A THAT EMBASSY DEVELOP INFORMATION " WHICH MIGHT ENABLE GT&E TO IMPROVE ITS COMPETITIVE POSITION" AT THIS TIME NOT CONSIDERED PROPER OR PRODUCTIVE ACTION. REGARDING BIDDING PROCEDURES, ONCE BIDS ARE SUBMITTED THEY MAY NOT BE WITHDRAWN AND ALTERED. EMBASSY HAS INSISTED ON THIS SEVERAL TIMES TO GOI AGENCIES WHICH HAVE IN PAST PLAYED ONE LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 02 TEHRAN 07018 031029Z

BIDDER AGAINST ANOTHER IN ATTEMPT TO NEGOTIATE DEALS AFTER SUB-

MISSION OF BIDS. IN RECENT CASE INVOLVING EARTH SATELLITE STATION EMBASSY TOOK MATTER TO PRIME MINISTER'S OFFICE IN ATTEMPT TO ASSIST US BIDDER WHO CLAIMED MUCH POWER JAPANESE BID DID NOT FULLY COMPLY WITH SPECIFICATIONS. AT THAT TIME PRIME MINISTER'S OFFICE AND IRAN TELECOMMUNICATIONS COMPANY BOTH ASSURED EMBASSY STRICT RULES OF ACCEPTED BIDDING PROCEDURE WOULD BE FOLLOWED. OFFICIALS FURTHER EXPRESSED SOME AMAZEMENT THAT EMBASSY WOULD QUESTION PROCEDURES AFTER ORIGINAL SUBMISSION SINCE IT (EMBASSY) HAD ALWAYS INSISTED BID RULES MUST BE FOLLOWED. INCIDENTALLY, IN PROCESS THIS INQUIRY/REPRESENTATION EMBASSY MAY HAVE ANTAGONIZED VALUABLE AND FRIENDLY CONTACT IN IRAN TELECOMMUNICATIONS COMPANY.

4. WHOLE QUESTION OF EXTENT TO WHICH AMBASSADOR OR OTHER EMBASSY OFFICERS EXERT PRESSURE ON GOVERNMENT AGENCIES ON BEHALF US BIDDERS OR BUSINESSMEN IS ONE WHICH WE MUST CONTINUE TO FOLLOW WITH GREAT CARE. POPULAR IDEA AMONG US COMPANIES THAT "JUST ONE WORD FROM AMBASSADOR TO SHAH" WILL ASSURE CONTRACT GOING TO AMERICAN FIRMS PUR RPT PURE POPPYCOCK. SAME APPLIES TO POWER AMBASSADORS OTHER COUNTRIES SUPPOSEDLY HAVE. GOI AGENCIES, ON THEIR OWN AND/OR WITH GUIDANCE FROM HIGH QUARTERS, GENERALLY DECIDE AWARDS ON BASIS PRICE, FINANCING, COMPLIANCE WITH SPECIFICATIONS, WITH AN OCCASIONAL POLITICAL DECISION BEING MADE IN ORDER TO MAINTAIN BALANCED RELATIONS WITH THE MANY COUNTRIES WHICH TRADE IN IRAN.  
HELMS

LIMITED OFFICIAL USE

NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 03 OCT 1973  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** golinofr  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1973TEHRAN07018  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** n/a  
**From:** TEHRAN  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1973/newtext/t19731052/aaaabmhm.tel  
**Line Count:** 87  
**Locator:** TEXT ON-LINE  
**Office:** ACTION COME  
**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:**  
**Previous Classification:** LIMITED OFFICIAL USE  
**Previous Handling Restrictions:** n/a  
**Reference:** A. STATE 173342; B. STATE 193896  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** golinofr  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 26 DEC 2001  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <26-Dec-2001 by shawdg>; APPROVED <10-Jan-2002 by golinofr>  
**Review Markings:**

Declassified/Released  
US Department of State  
EO Systematic Review  
30 JUN 2005

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** AUTOMATIC SWITCHING GEAR  
**TAGS:** BEXP, IR  
**To:** STATE  
**Type:** TE  
**Markings:** Declassified/Released US Department of State EO Systematic Review 30 JUN 2005